

Message Text

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TAGSC BCOM, IT

SUBJ: EARLY-WARNING MULTI-MILLION DOLLAR ITALIAN GOVERNMENT
TENDER NOT FOR PUBLICATION

1. THE ITALIAN STATE TELEPHONE SERVICE COMPANY, AZIENDA DI STATO PER I SERVIZI TELEFONICI, HAS REQUESTED THE ASSISTANCE OF THE EMBASSY IN IDENTIFYING US COMPANIES QUALIFIED TO BID ON A MULTI-MILLION DOLLAR TURN-KEY PROJECT FOR A TELEPHONE SUBMARINE CABLE BETWEEN ITALY AND TURKEY. INFORMAL ESTIMATED VALUE AT LEAST TWENTY MILLION DOLLARS.

2. THE BID IS FOR A TURN-KEY PROJECT WHICH INCLUDES THE DESIGN OF THE ENTIRE TELEPHONE SYSTEM, THE SUPPLY OF ALL MATERIAL AND EQUIPMENT, COMPLETE INSTALLATION AND START-UP OPERATIONS OF A SUBMARINE TELEPHONE CABLE WITH UNDERWATER AMPLIFIERS AND A MINIMUM CAPACITY OF 480 TELEPHONE CIRCUITS LINKING ITALY WITH TURKEY. THE TELEPHONE SERVICE WILL BE OPERATED BY AZIENDA DI STATO AND NOT GIVEN ON CONCESSION TO THIRD PARTIES. THE PROJECT IS SAID TO REQUIRE SOLUTION OF MANY TECHNICAL PROBLEMS AND THE GRANTING TO ITALY OF RELEVANT TECHNICAL KNOW-HOW. THE AGENCY WILL NOT RPT NOT TAKE INTO CONSIDERATION FIRMS CAPABLE OF EXECUTING ONLY PART OF THE WORK I.E. INSTALLATION OF CABLE AND/OR SUPPLY OF EQUIPMENT.

3. THE TENDER, NOW BEING PREPARED BY AZIENDA DI STATO, WILL BE AN "APPALTO-CONCORSO", A COMMON METHOD OF BIDDING FOR HIGHLY TECHNICAL PROJECTS IN WHICH ONLY A FEW SPECIALIZED FIRMS ARE INVITED TO PARTICIPATE. IN THIS CASE, POTENTIAL BIDDERS MUST
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HAVE ADEQUATE TECHNICAL, SCIENTIFIC AND FINANCIAL REQUIREMENTS

AS WELL AS PREVIOUS EXPERIENCE IN SIMILAR WORK. NO BIDDING TIME-FRAME YET ESTABLISHED.

4. AZIENDA DI STATO STATED THAT THE BELL TELEPHONE COMPANY (AT&T) WOULD HAVE ALL THE NECESSARY REQUIREMENTS FOR THE ABOVE PROJECT BUT BELIEVED THAT THIS US COMPANY IS NOT PERMITTED TO USE ITS TECHNICAL EXPERIENCE AND KNOW-HOW ABROAD. AZIENDA DI STATO WOULD BE PREPARED TO DISCUSS THE PROBLEM AT GOVERNMENT LEVEL SHOULD THE US FEEL THE PARTICIPATION OF BELL IMPORTANT FOR BALANCE OF PAYMENTS REASONS. EMBASSY UNCERTAIN OF RESTRICTIONS ON BELL/AT&T OR ITS CABLE EXPERTISE. AZIENDA DI STATO ALSO BELIEVED THAT THE FOLLOWING TWO US FIRMS SHOULD BE QUALIFIED TO BID ON THIS PROJECT: ITT CABLE-HYDROSPACE DIV., NATIONAL CITY MARINE TERMINAL, P.O. BOX 81446, NATIONAL CITY, CALIFORNIA 92050 (CONTACT SUGGESTED: MR. M.A. WILLIAMS); WESTERN UNION INTERNATIONAL INC., 2100 M. STREET, N.W., WASHINGTON, D.C. 20037 (CONTACT SUGGESTED: MR. HENRY G. CATUCCI).

5. ACTION REQUESTED: THE DEPARTMENT IS REQUESTED TO ASCERTAIN WHETHER OR NOT THE CITED FIRMS AND/OR POSSIBLY ANY OTHER US COMPANY HAVE ACTUALLY THE DESIRED PEREQUISITES TO BE ELIGIBLE BIDDERS. AZIENDA DI STATO HAS ASKED THE EMBASSY TO TREAT THIS MATTER WITH THE DISCRETION IN ORDER TO AVOID DIVULGING THE PREPARATION OF THIS PROJECT AT THIS EARLY STAGE OR TO BE CONTACTED BY NONQUALIFIED FIRMS. A REPLY WOULD BE APPRECIATED BY THE AGENCY BY JULY 28, 1973.

6. THE DEPARTMENT WILL NOTE THAT US FIRM NAMES CONFIRMED OR SUPPLIED BY EMBASSY WILL BE CONSIDERED BY AZIENDA DI STATO AS ABLE MEET QUALIFICATIONS COVERED PARAS 2 AND 3. MEETING WITH EMBASSY ALSO INDICATED THAT DIRECT CONTACTS BY FIRMS WITH AZIENDA DI STATO AT THIS STAGE MIGHT BE COUNTERPRODUCTIVE.

7. FYI - AZIENDA DI STATO IS A GOVERNMENT AGENCY WHICH PROVIDES INTERURBAN AND INTRA EUROPEAN TELEPHONE SERVICES. URBAN AND INTERCONTINENTAL SERVICES ARE PROVIDED BY STATE-CONTROLLED PRIVATE COMPANIES OF THE IRI-STET GROUP, SIP AND ITALCABLE, RESPECTIVELY. VOLPE

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